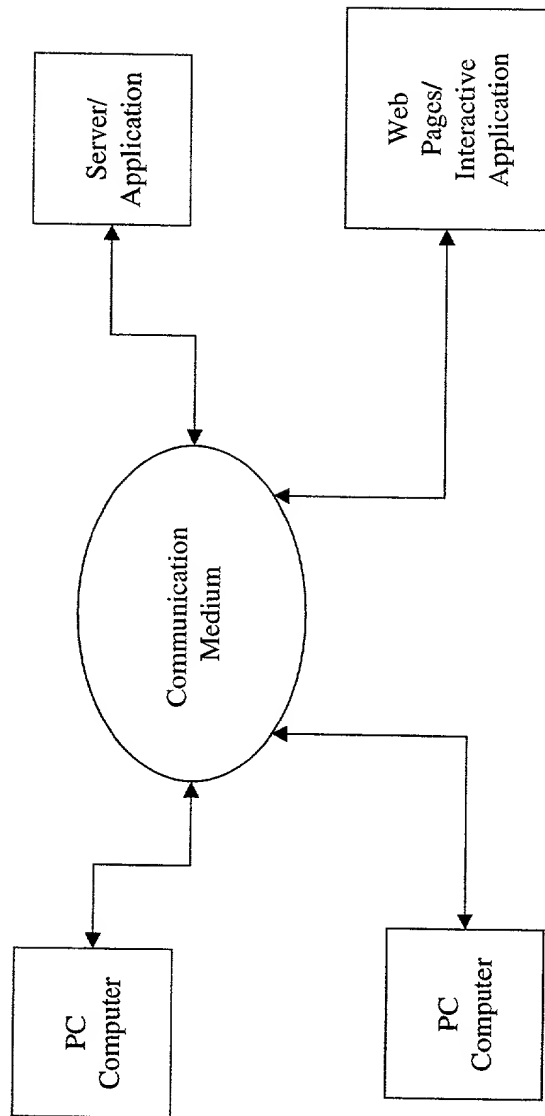


FIGURE 1A.

# User System



4/12/01

UniverseVentureCapital.com

Figure 2.

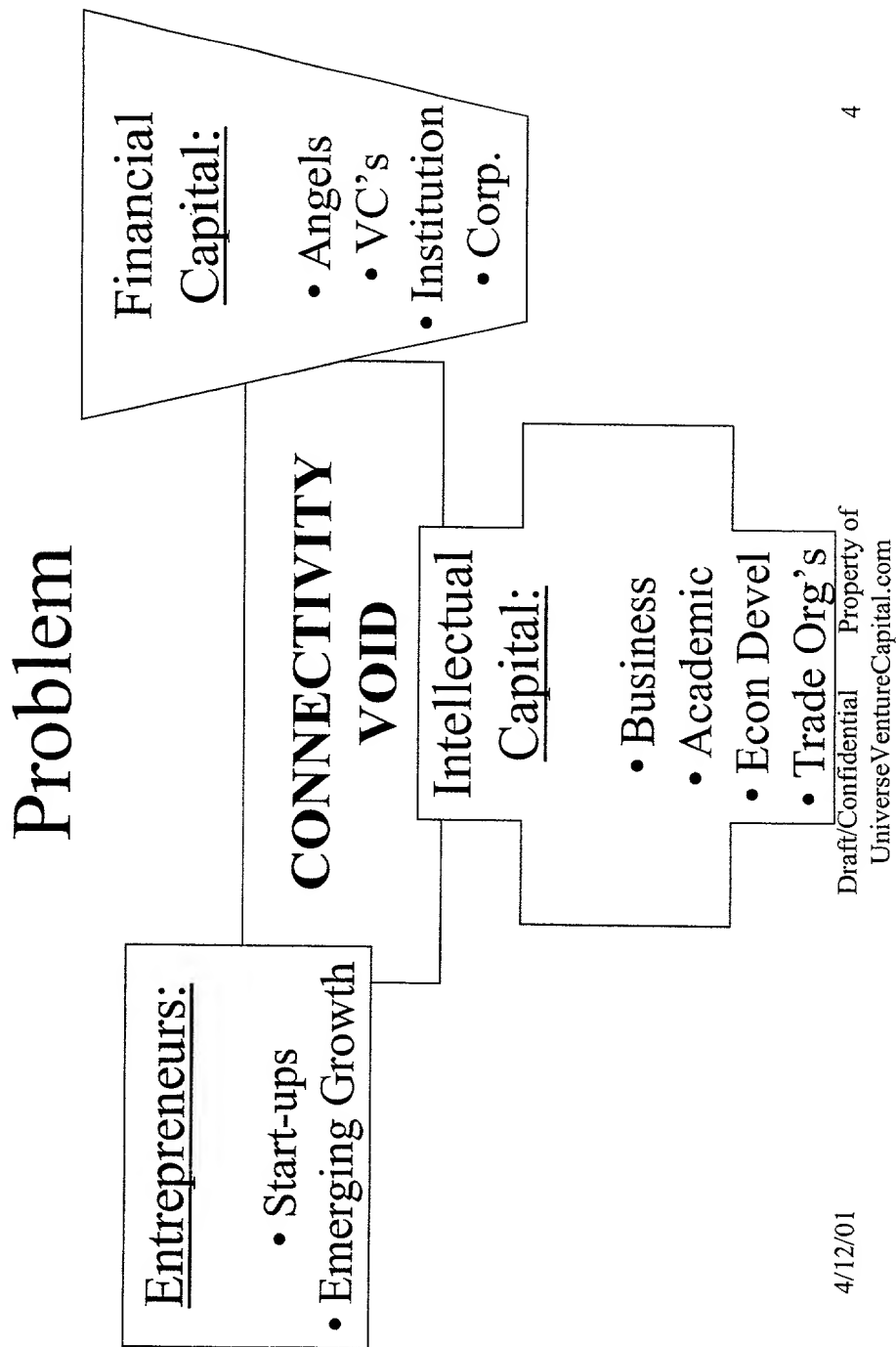
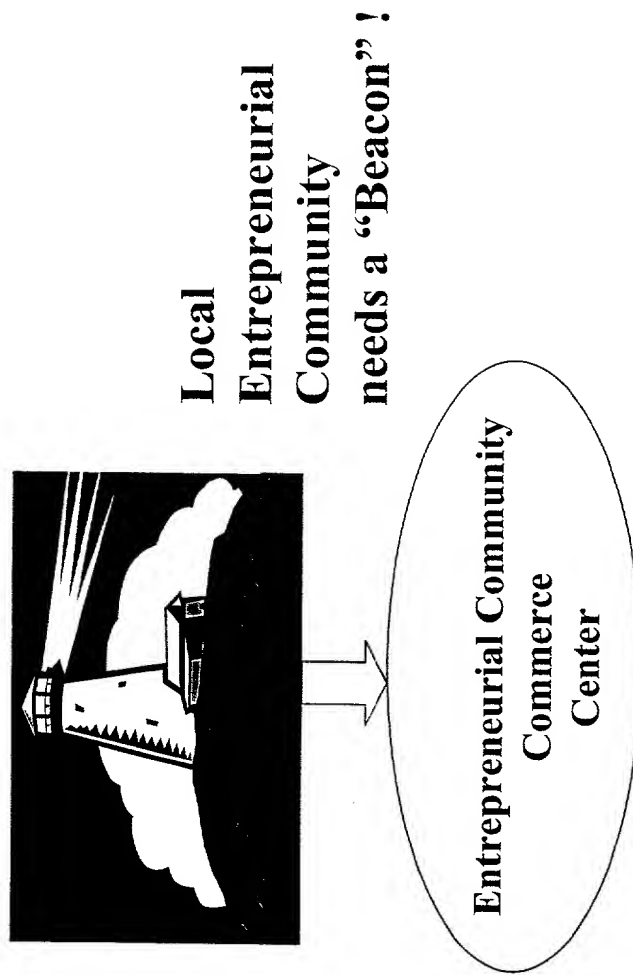


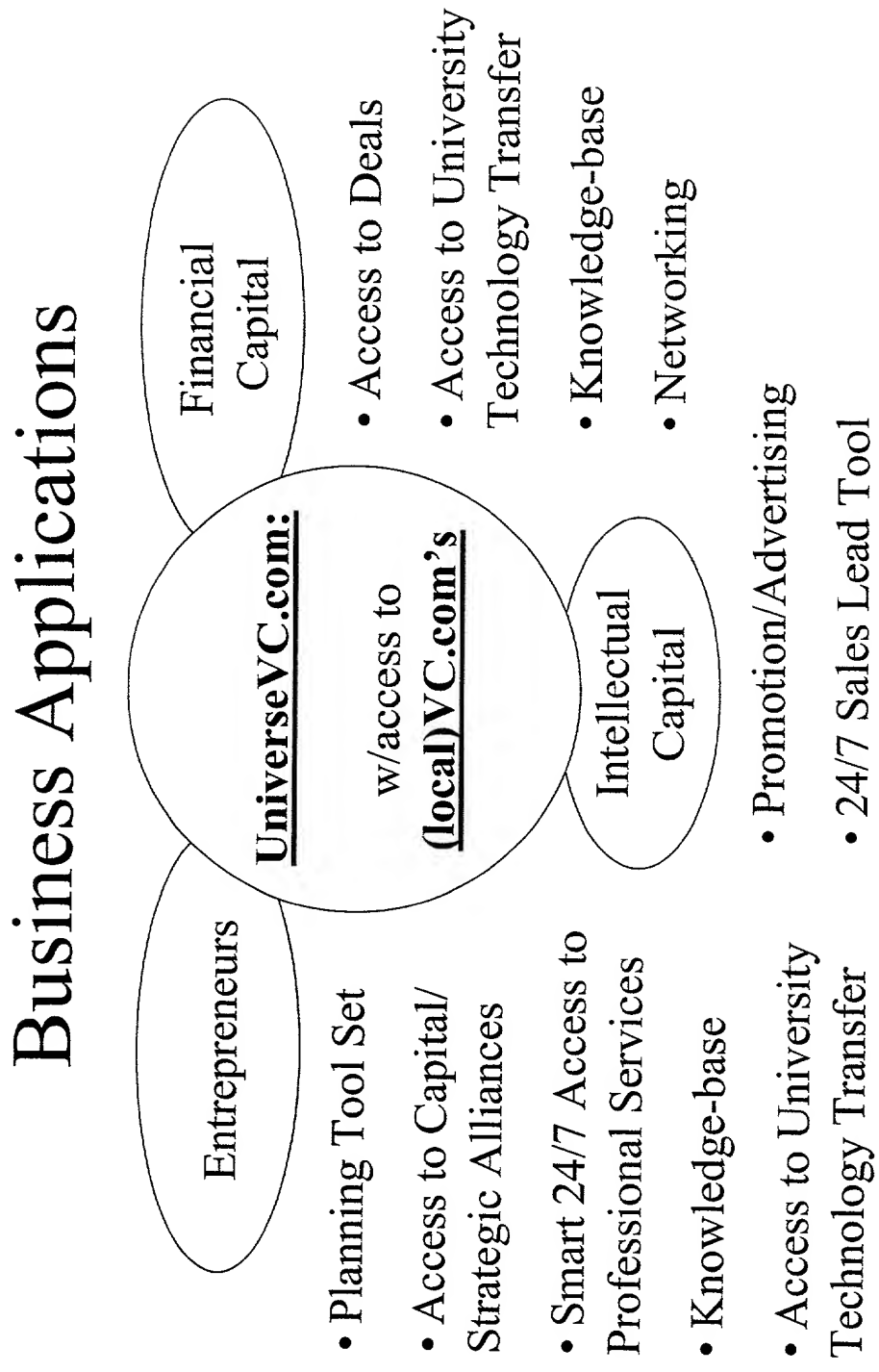
Figure 3.

# SOLUTION

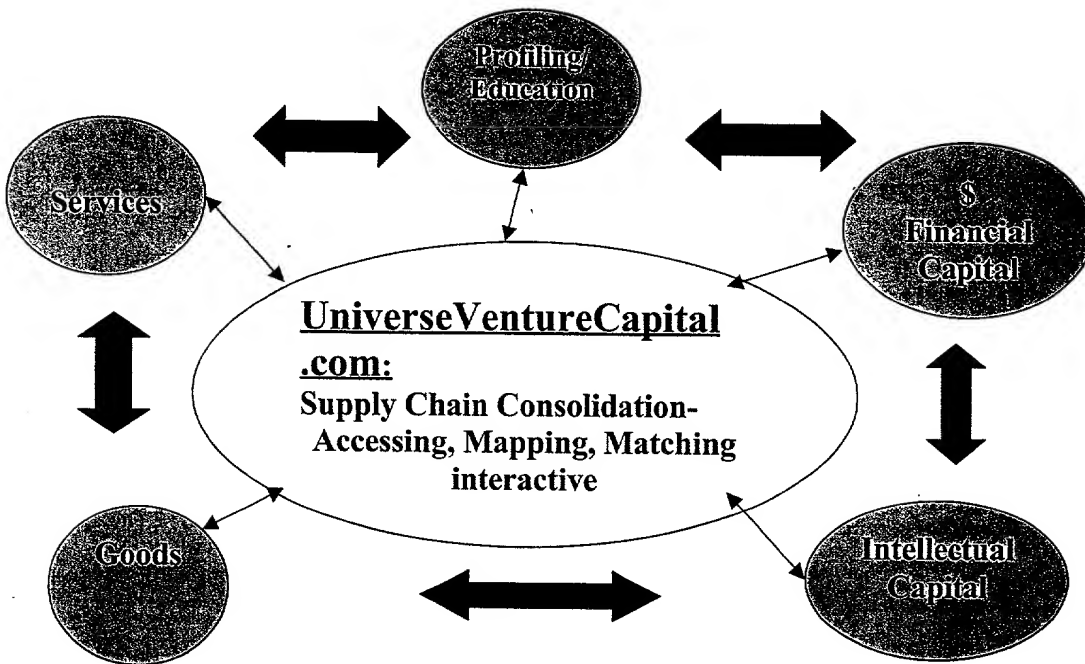


**Local  
Entrepreneurial  
Community  
needs a "Beacon" !**

Figure 4.



## “Entrepreneurial/Venture Capital Community Supply Chain”



**“Community Website Strategy- Products(red) and  
Players(gray)”**

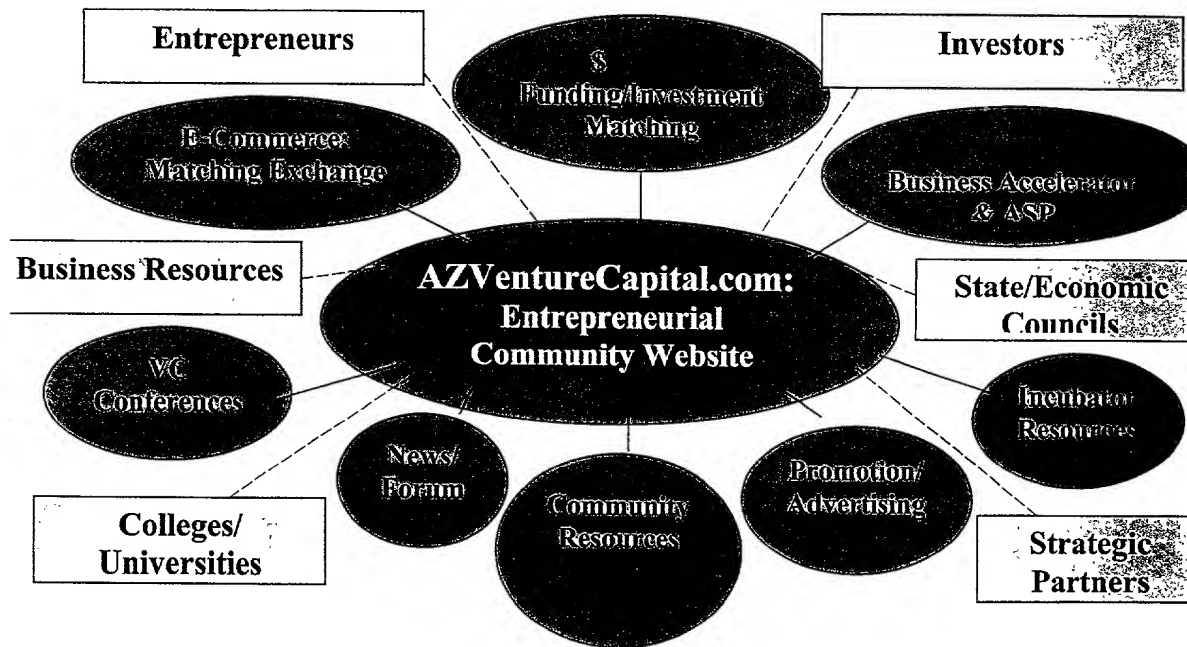


Figure 7.

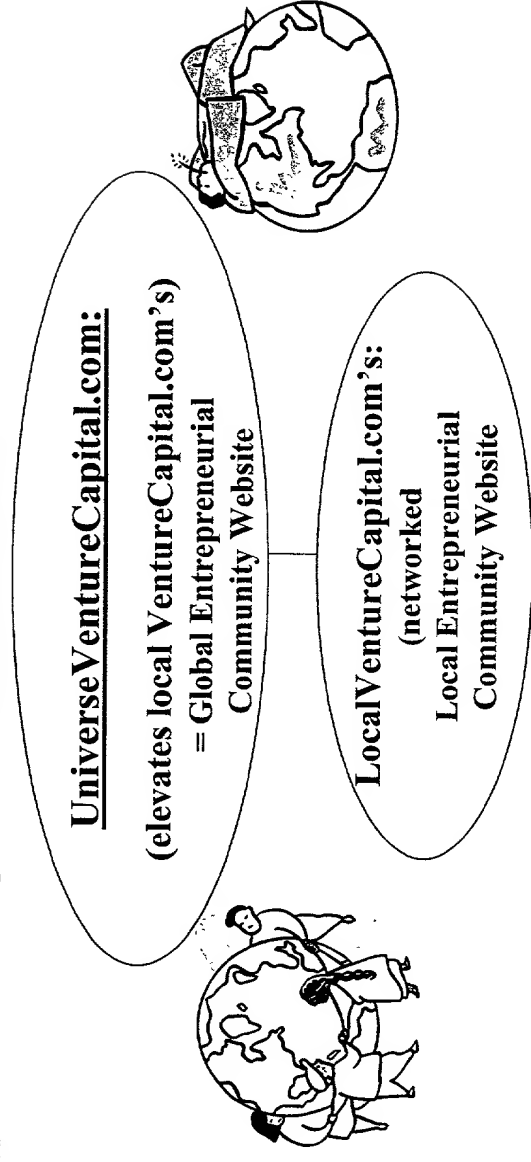
# ABOUT US



- Company: info problem product market goals
- “Connecting Communities”:

Web application mapped to a new venture acceleration workflow process acting across global/national/state/metro economies

- Community
- Management/Advisors
- Mission
- Process
- Products
- Services



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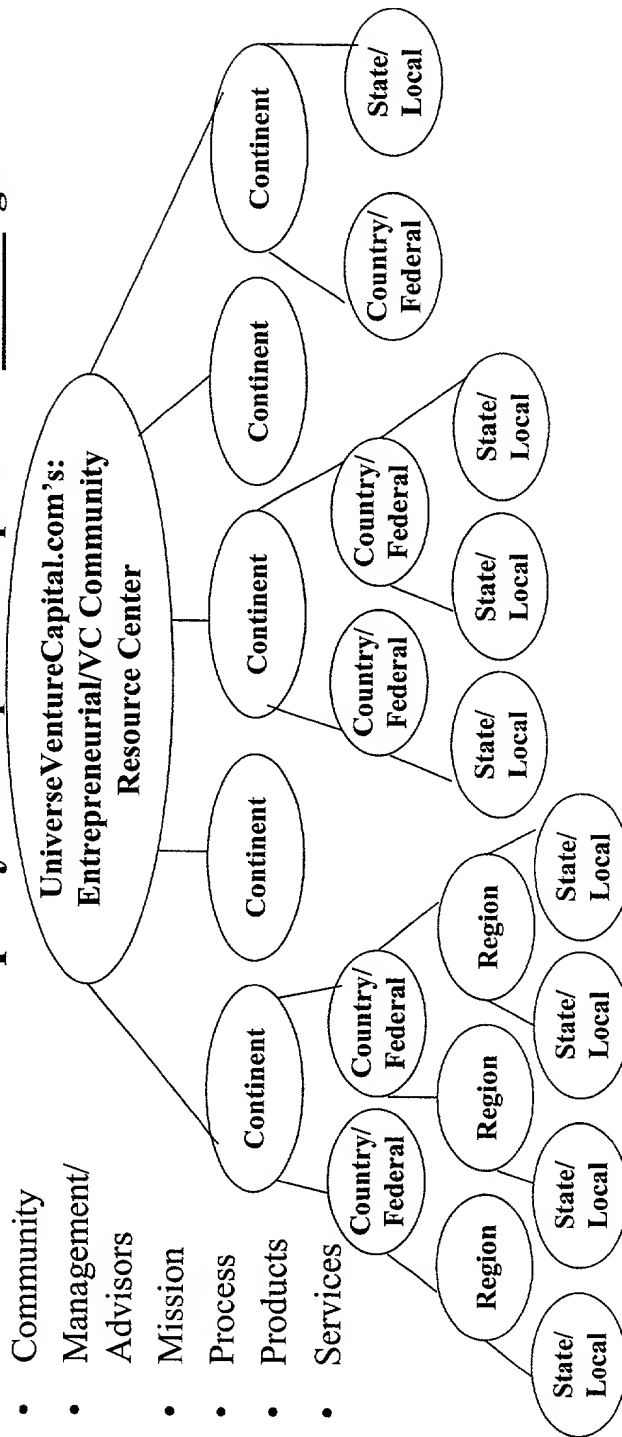
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UniverseVentureCapital.com

Figure 8.

HOME ABOUT US ACCELERATOR B to B ENTREPRENEURS FORUM INVESTORS NEWS RESOURCES

## ABOUT US

- Company • **Company: info problem product market goals**



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Figure 9.

# IP: Domain Inventory







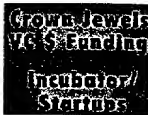



Global VentureCapital.com Domain Names

North America VentureCapital.com		Europe VentureCapital.com		Asia VentureCapital.com	
United States VentureCapital.com		European VentureCapital.com		Asian VentureCapital.com	
AL VentureCapital.com	ME VentureCapital.com	Austria VentureCapital.com	Ireland VentureCapital.com	Brazil VentureCapital.com	Bombay VentureCapital.com
AR VentureCapital.com	MI VentureCapital.com	Belgium VentureCapital.com	Italy VentureCapital.com	Argentina VentureCapital.com	Chinese VentureCapital.com
AV VentureCapital.com	MT VentureCapital.com	Britain VentureCapital.com	Netherlands VentureCapital.com		Indonesia VentureCapital.com*
DE VentureCapital.com*	UT VentureCapital.com	Denmark VentureCapital.com	Poland VentureCapital.com		Orient VentureCapital.com
AZ VentureCapital.com	NV VentureCapital.com	England VentureCapital.com	Russia VentureCapital.com		Pacific VentureCapital.com
CA VentureCapital.com	OH VentureCapital.com	Finland VentureCapital.com	Scotland VentureCapital.com		Seoul VentureCapital.com
CO VentureCapital.com	PA VentureCapital.com	France VentureCapital.com	Spain VentureCapital.com		Shanghai VentureCapital.com
FL VentureCapital.com	TN VentureCapital.com	Germany VentureCapital.com	Sweden VentureCapital.com		Singapore VentureCapital.com*
IL VentureCapital.com	TX VentureCapital.com	Greece VentureCapital.com	Switzerland VentureCapital.com		Thailand VentureCapital.com
MA VentureCapital.com	VA VentureCapital.com	Holland VentureCapital.com	New Zealand VentureCapital.com*		Japan VentureCapital.com
MI VentureCapital.com	WA VentureCapital.com	Czech VentureCapital.com	Norway VentureCapital.com		China VentureCapital.com
NC VentureCapital.com	WI VentureCapital.com	Balkan VentureCapital.com	India VentureCapital.com		Korea VentureCapital.com
ND VentureCapital.com	WY VentureCapital.com	Israel VentureCapital.com			
NE VentureCapital.com	WV VentureCapital.com				
NH VentureCapital.com	RI VentureCapital.com				
SD VentureCapital.com	HI VentureCapital.com				
NY NY VentureCapital.com	IN VentureCapital.com				
DC VentureCapital.com	IA VentureCapital.com				
KS VentureCapital.com	ID VentureCapital.com				
CT VentureCapital.com	GA VentureCapital.com				
VT VentureCapital.com	MD VentureCapital.com				
MO VentureCapital.com	NM VentureCapital.com				
OK VentureCapital.com	NJ VentureCapital.com				
OR VentureCapital.com	SC KY MS Louis-VG.com				
	Canada VentureCapital.com				
	Mexico VentureCapital.com				


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UniverseVentureCapital.com

FIGURE 10.



WELCOME !



Welcome on to AZVentureCapital.com

Search for:

Start Search

Reset

Search

Back

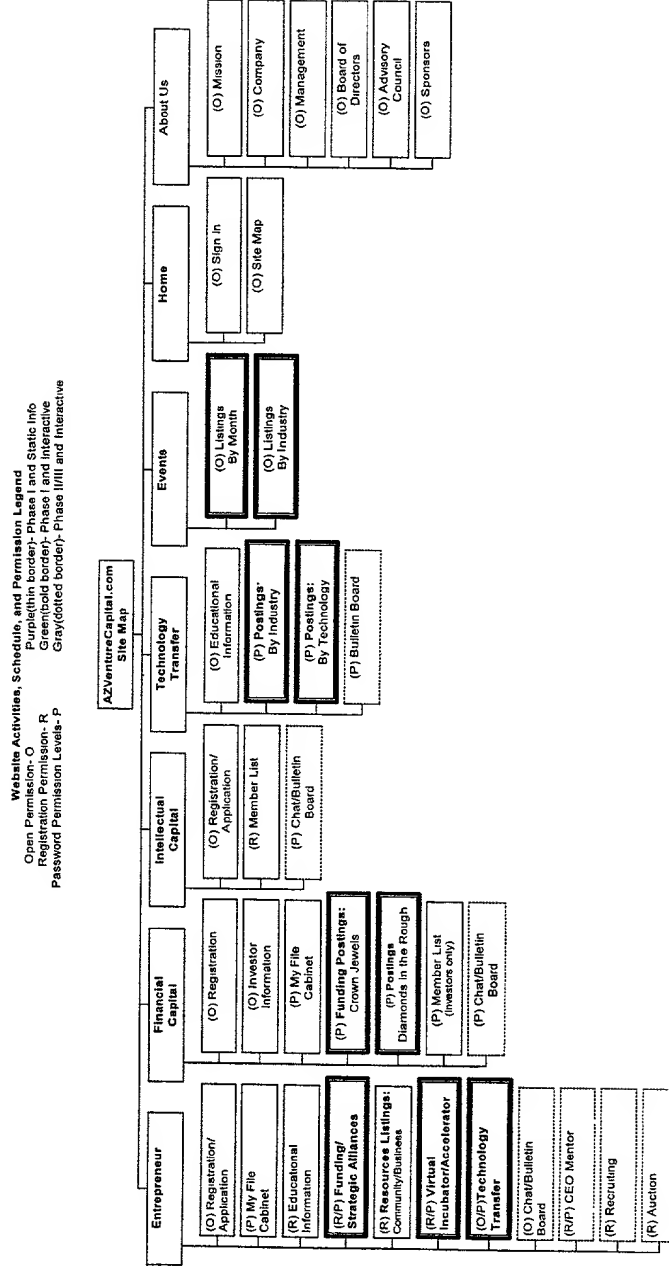
Next

http://204.138.167.5/myweb/default2.htm

4/12/00

Figure 11.

# UniverseVentureCapital.com Website Mapping



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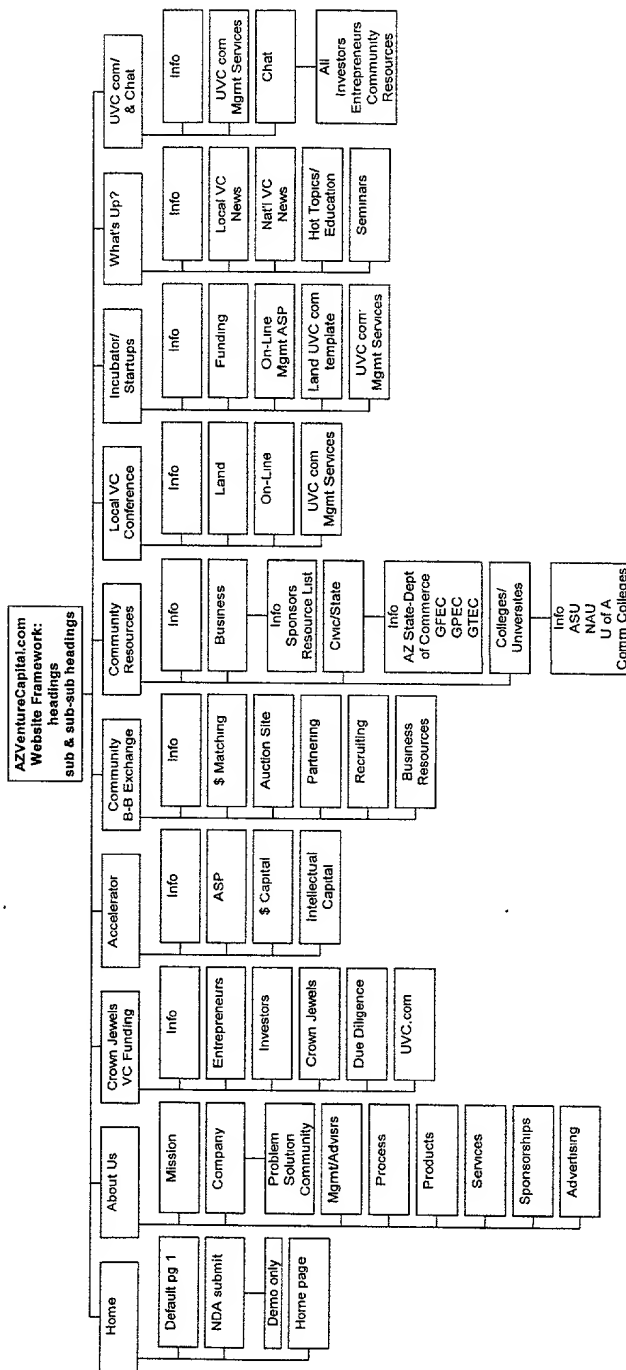
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 AZVentureCapital.com  
 Confidential

Figure 12.

# UniverseVentureCapital.com

## Website Organizational Chart

(local community example)



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UniverseVentureCapital.com

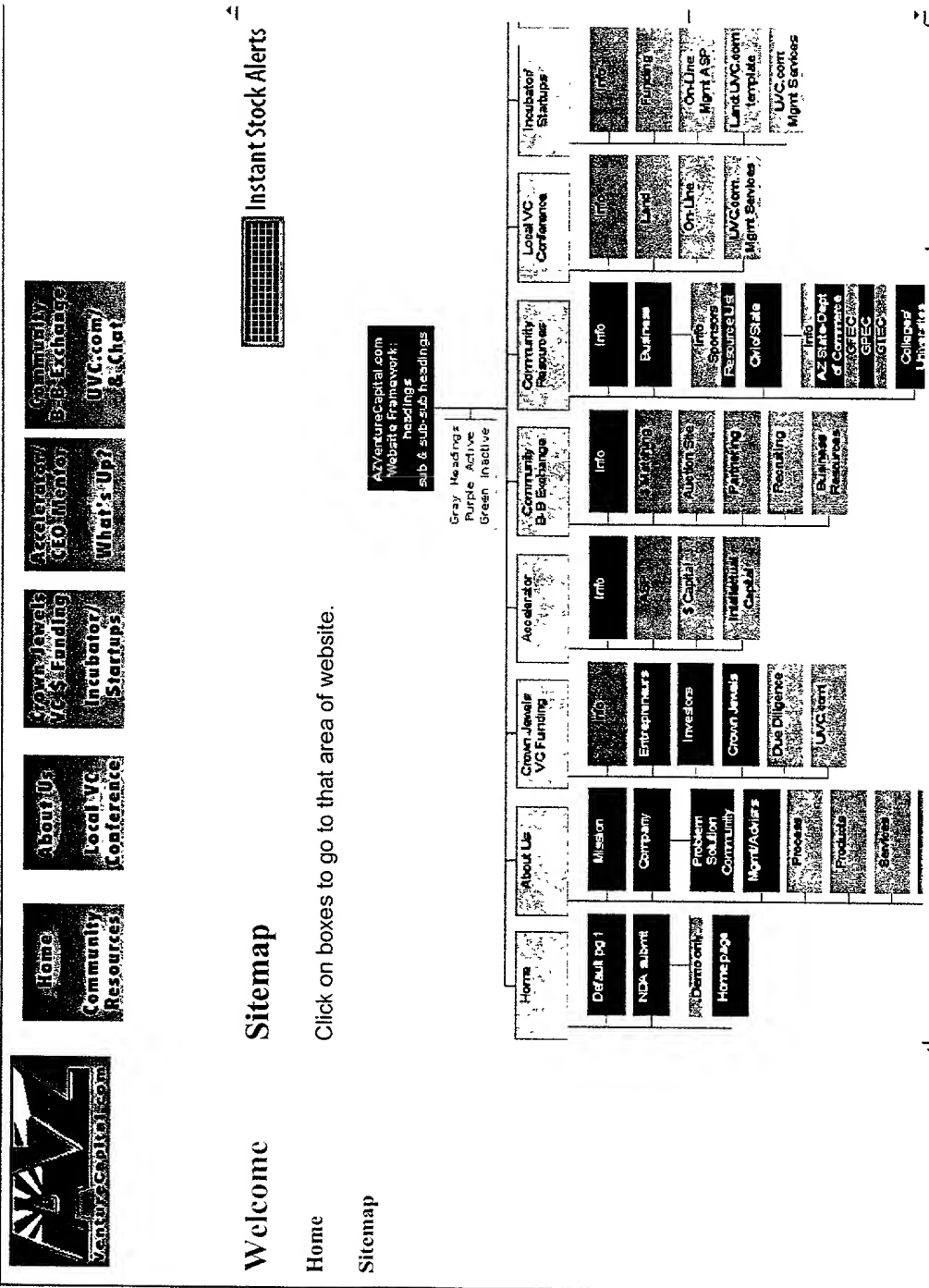


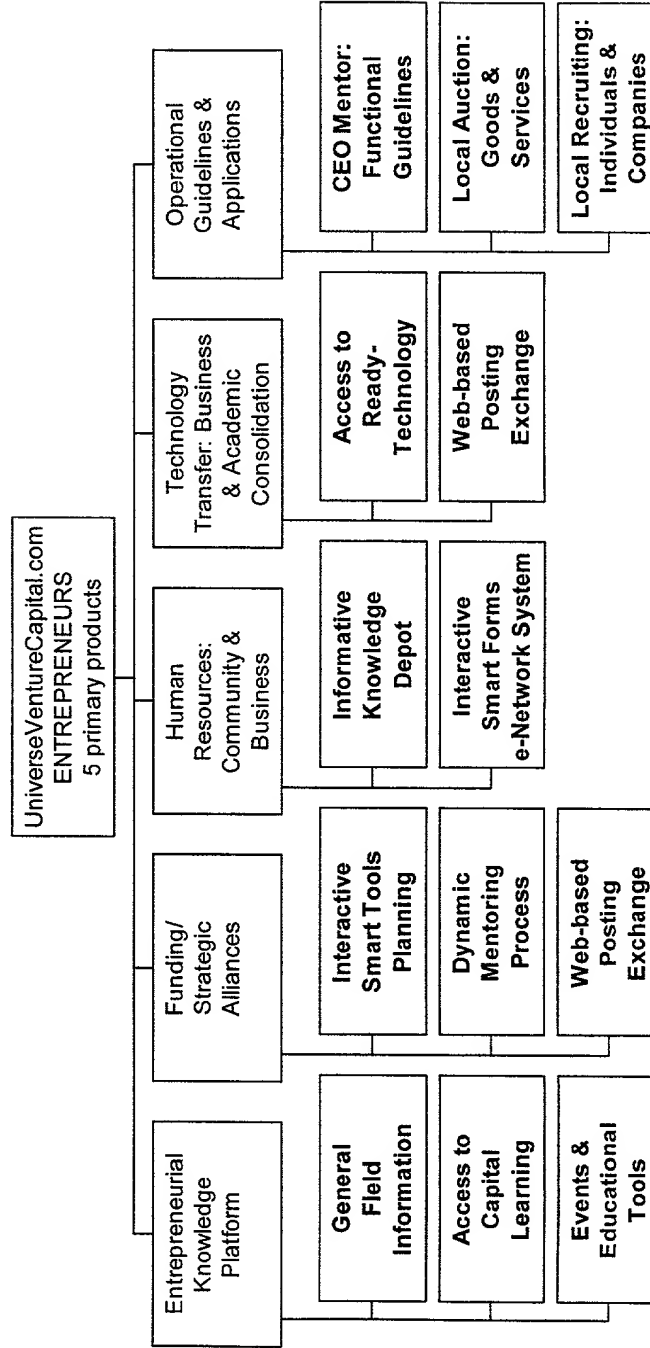
Figure 14.

# Entrepreneurs:

## Product Tools

(local community example)

Entrepreneur's Product Suite



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**UniverseVentureCapital.com**  
Example Template  
**Executive Business Summary**

(list company name, provide logo if possible)

**Company and Background**

\_\_\_\_\_ (the "Company") was founded in \_\_\_\_\_ (month) of \_\_\_\_\_ (year) and is located in \_\_\_\_\_ (city), \_\_\_\_\_ (state). The Company's is currently in the \_\_\_\_\_ (choose; start-up, **emerging growth, middle market pilot launch, or full operation**) stage within the \_\_\_\_\_ (choose list; industry type). The Company is \_\_\_\_\_ (choose: **privately-held, public**) and has been incorporated as \_\_\_\_\_ (choose; an Arizona, a Delaware) corporation on \_\_\_\_\_ (list; date). The founding member(s) include (list names/titles) \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_.

The Company's core business **description** is to provide (briefly describe market solution in <50 words)

\_\_\_\_\_

\_\_\_\_\_

The Company's mission is to (briefly describe <50 words) \_\_\_\_\_

\_\_\_\_\_

The Company is seeking (choose: outside financial capital, **distribution, manufacturing, R&D, M&A**) primarily due to its strategic plans to \_\_\_\_\_ (choose; incubate, accelerate, **divest**) its business. The **strategy use of the proceeds** will enable the Company to mainly \_\_\_\_\_ (choose; fund, **advance, support, complete**) \_\_\_\_\_ (choose select; development, operations, sales/marketing, **the sale of the Company**, other description). The Company strongly believes that the capital infusion will provide enough (choose: economic fuel, **beneficial resources, win-win opportunities**) to achieve (briefly describe goal(s) <25 words) \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**WHY?** The Company's strategic rationale addressing the **WHY** of market problem includes (briefly describe the market problem and **WHY** the Company is planning their strategy <25 words)

\_\_\_\_\_

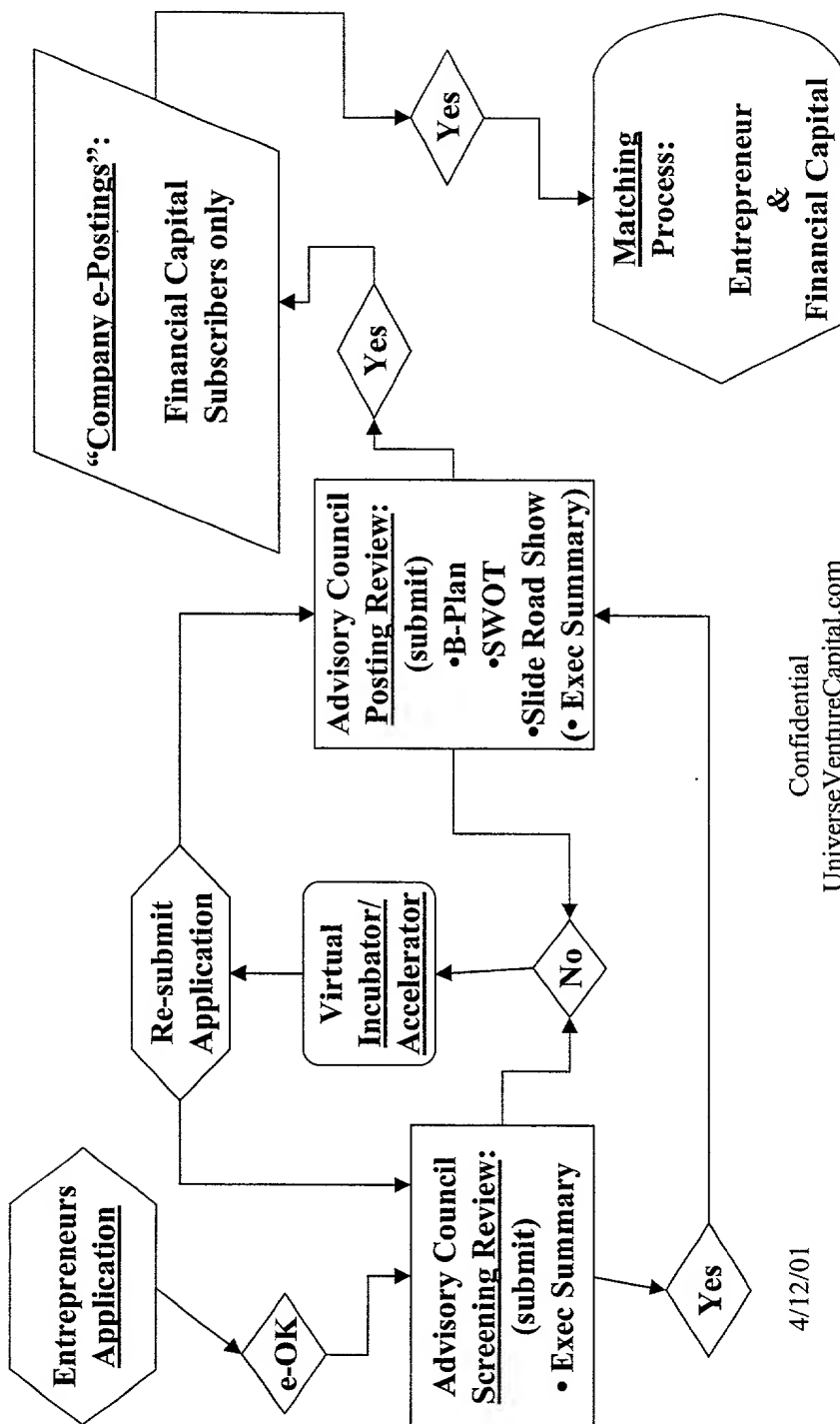
\_\_\_\_\_

**WHY NOW?** Market timing is critical to the success of the Company's strategic solution because (briefly describe the rationale of **WHY** the current timing in the market for the Company's solution is critical to success <25 words) \_\_\_\_\_

\_\_\_\_\_

FIGURE 16.


# Entrepreneurs: Dynamic Mentoring/e-Posting Process



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Home  
Community Resources

About Us  
Local VC Conference

Crown Jewels  
VC \$ Funding

Accelerator/  
40 Mentor

Comm  
Bar/Exe

About Us

Mission

Company  
Information  
Problem  
Solution  
Community

Mgmt/Advisors

Process  
Access  
Table  
Flow Chart

Products

Services

Sponsorships/Ads

## Management

**PUT A STOCK IN IT!**

Management (not illustrated) AZVentureCapital.com's management team brings together a host of talented individuals with significant experience in founding, funding, developing, operating, and exiting entrepreneurial companies... Advisory Councils AZVentureCapital.com's Advisory team includes leading professionals which are active in the Entrepreneurial Community. These prominent individuals provide a comprehensive array of expertise and networks spanning across this entire business sector. Given the anticipated heavy volume of Entrepreneurial Company reviews, two Councils (Screening, Posting) have been created to reduce the burden on these volunteers and better serve the entrepreneurs with a higher quality review process

### Management/Advisors

(local)VentureCapital.com  
ADVISORY COUNCIL

Screening Council

Posting Council

(local)VC.com Member	Venture Capital	(local)VC.com	Vi
Angel	local Dept Commerce	Angel	In
Banking	Business Resource	Entrepreneur	Vi
University	New Economy Co	University	Bus

Search
Back Next

Figure 18.

# **Entrepreneurs:** **Virtual Incubator/Accelerator Process** (Interactive e-Network System)

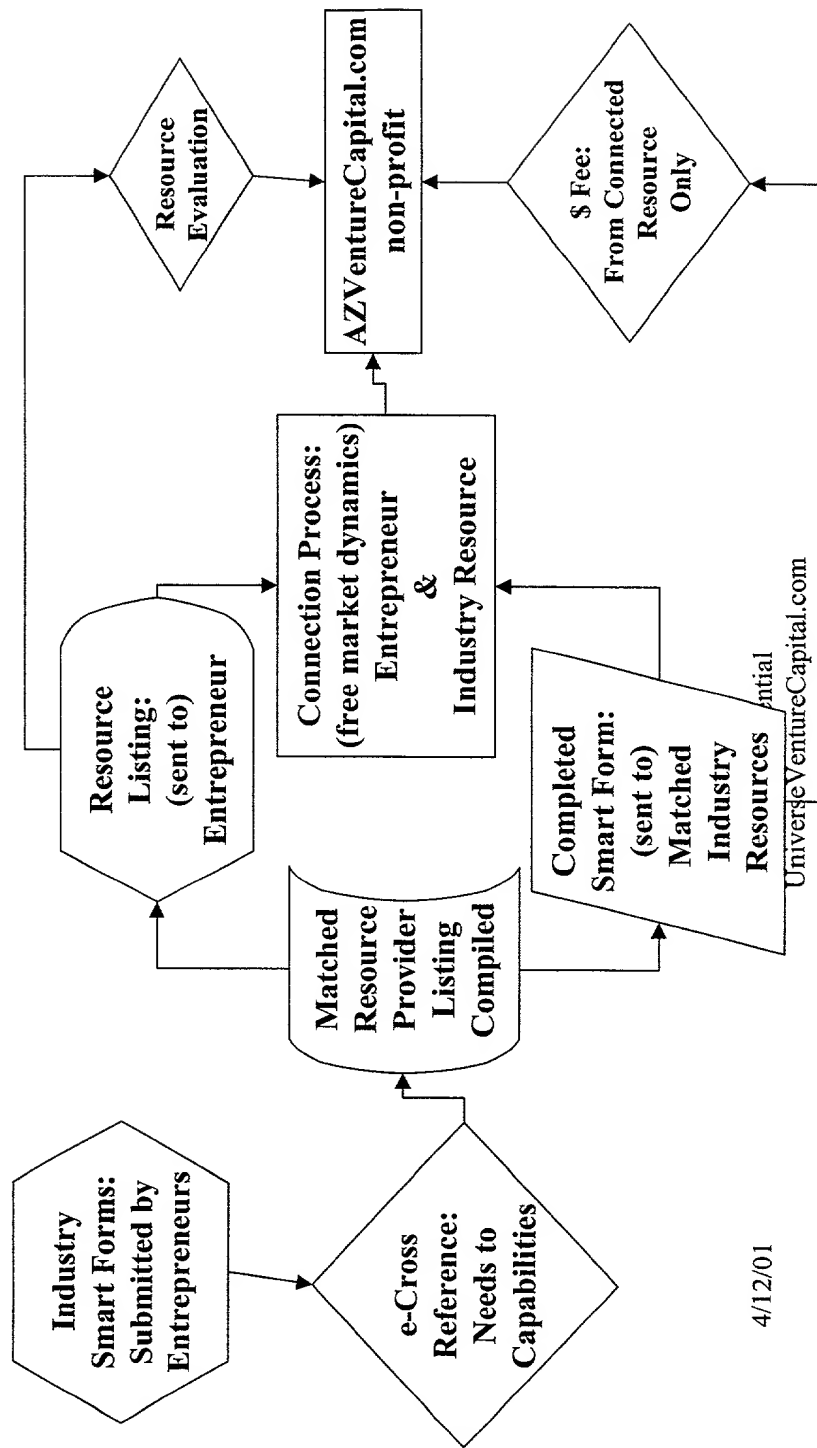


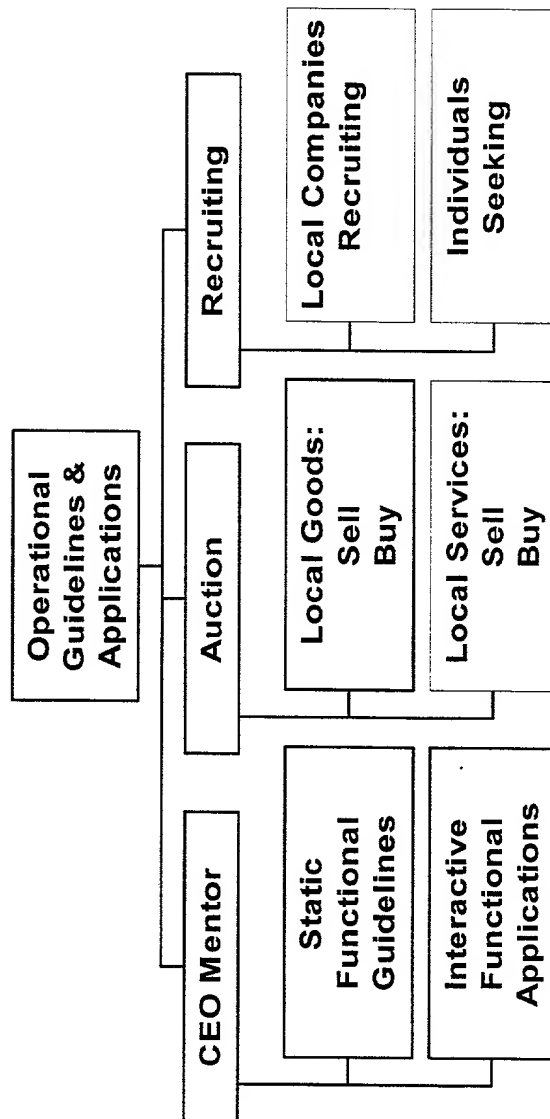
FIGURE 19.

# Entrepreneurs:

## Operational Guidelines & Applications

(local community example)

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FIGURE 20.

# CEO MENTOR



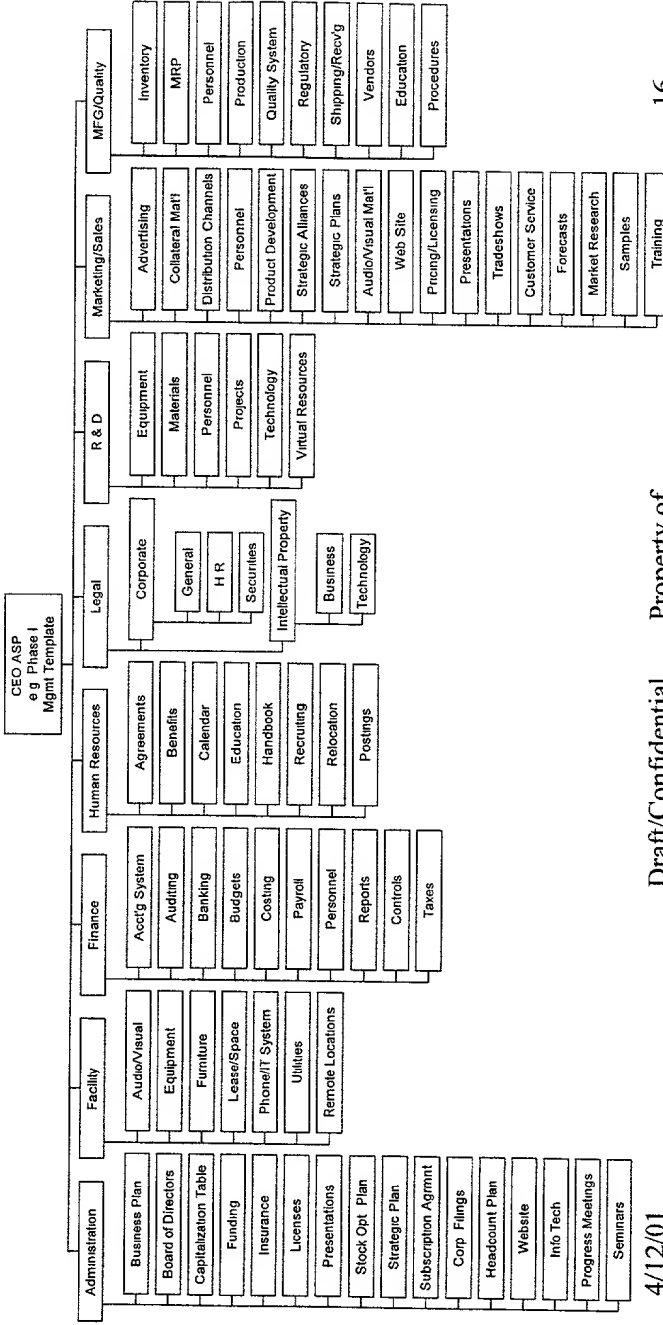
CEO ASP: Staged Company Mapping and Management System

Phase I: Startup

Phase II: Emerging Growth

Phase III: Full Operations

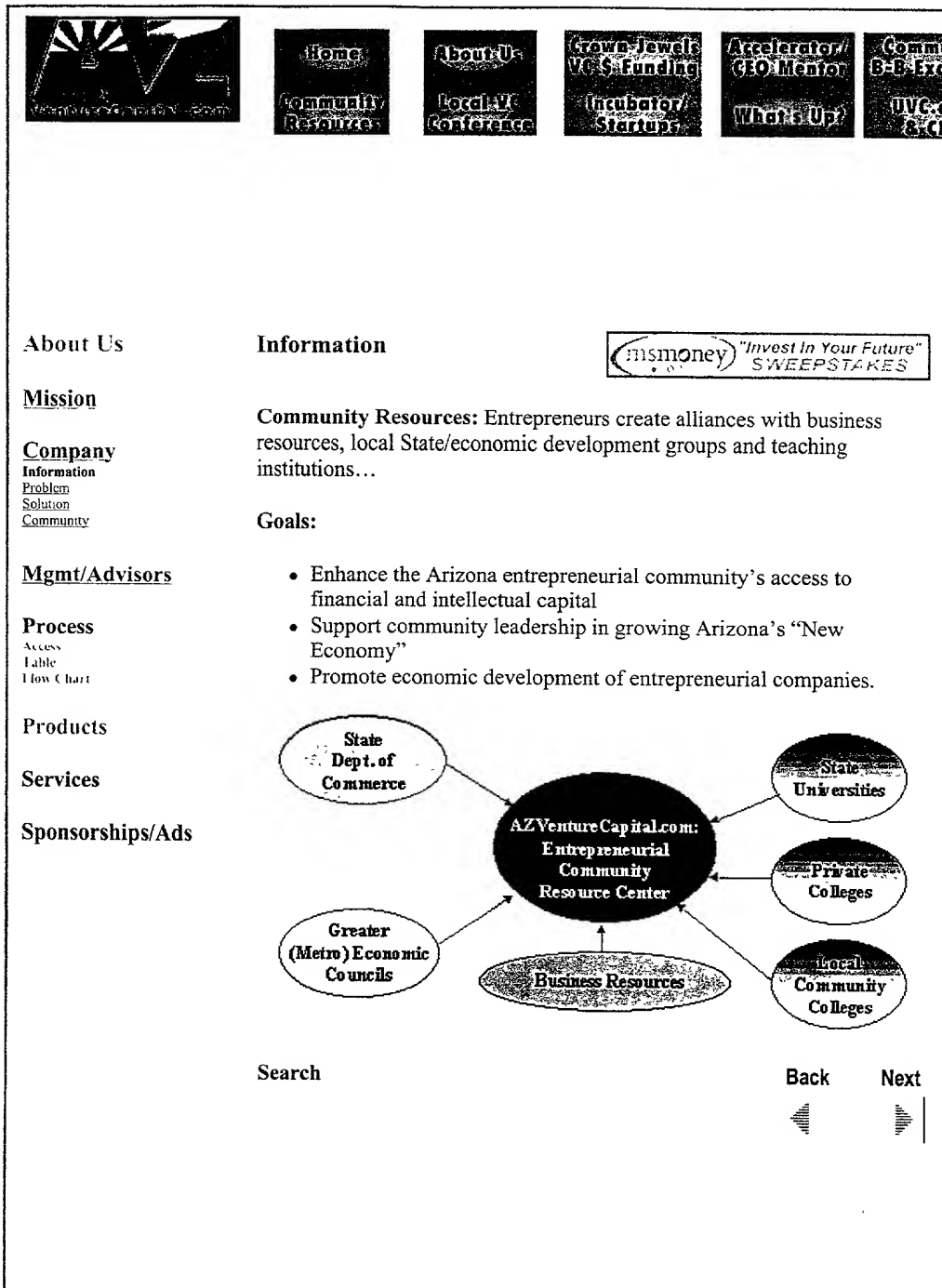
(green= active, yellow= potential active, red= in-active)



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UniverseVentureCapital.com

FIGURE 21.



## Business; Resource List

- **Resource List:**

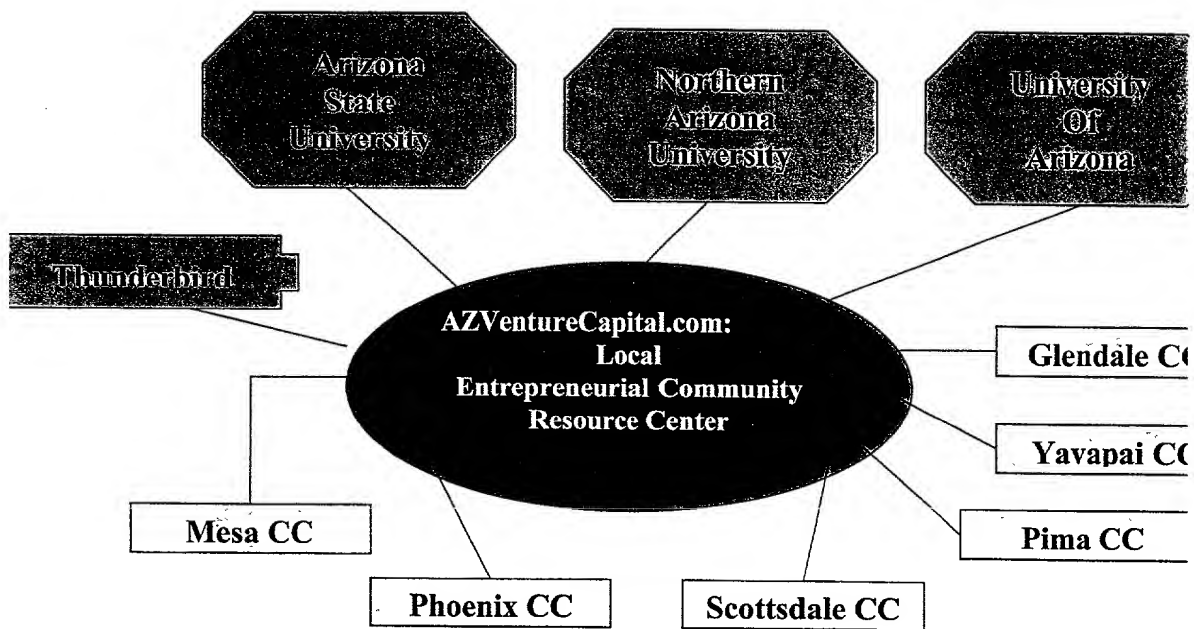
List   Accounting   Banking   Financial   Insurance   IT  
       Legal   Marketing   Real Estate   Recruiting   Telcom


### Accounting Resources:

<u>Name</u>	<u>Type/Specialty</u>	<u>Stage(s)</u>	<u>Division</u>	<u>Location</u>
Ernst & Young (LOGO) (hyperlink)	Full-service	I., II.	Entrepreneur	Statewide
	<b><u>Business Description (e.g. elevator pitch)</u></b>			
	E & Y is a full-service Big 6 accounting firm which offers a unique product suite focused solely on the Entrepreneurial Companies...			

Remaining Acct'g firm postings...

### Universities/Colleges (Examples)





Home  
Community Resources

About Us  
Local Area Information

Growth/Jewels  
Value Standing  
Incubator/  
Startups

Accelerator/  
CEO Mentor  
What's Up?

Comm  
B-B Exec  
DVC  
E-C

### Community Resources

**Information**

**Business**  
Info  
Founding Sponsors  
Resource List

**Civic/State**  
Info  
AZ State -  
Dept. of Commerce  
GFEC- Flagstaff  
GFEC- Phoenix  
GFEC- Tucson  
GFEC- Yuma

**Colleges/  
Universities**  
Info  
ASU  
NAU  
U of A  
Community Colleges  
Thunderbird Int'l  
University

### Civic/State: GFEC- Phoenix

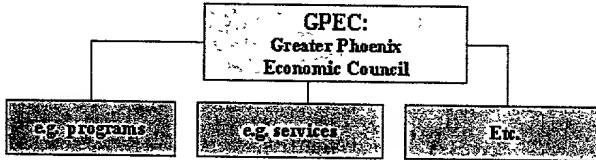
**Info**

**Business Environment**

**News**

**Organization Programs Chart**

This section provides another exposure vehicle for the Greater Phoenix Economic Council to identify its offerings and programs which benefit the Entrepreneurial Community. It provides a roadmap of insight for the entrepreneur, both in-state and out-of-state, highlighting GFEC'S beneficial business tools, programs and people. This section augments the Department of Commerce's offerings and it would allow the entrepreneur to capture additional opportunities, but, on a more local basis...



```

graph TD
    A["GFEC:  
Greater Phoenix  
Economic Council"] --> B["e.g. programs"]
    A --> C["e.g. services"]
    A --> D["Etc."]

```

oneCore.com

BusinessEssentialsKit

Search

Back Next



## Economic Development(example)

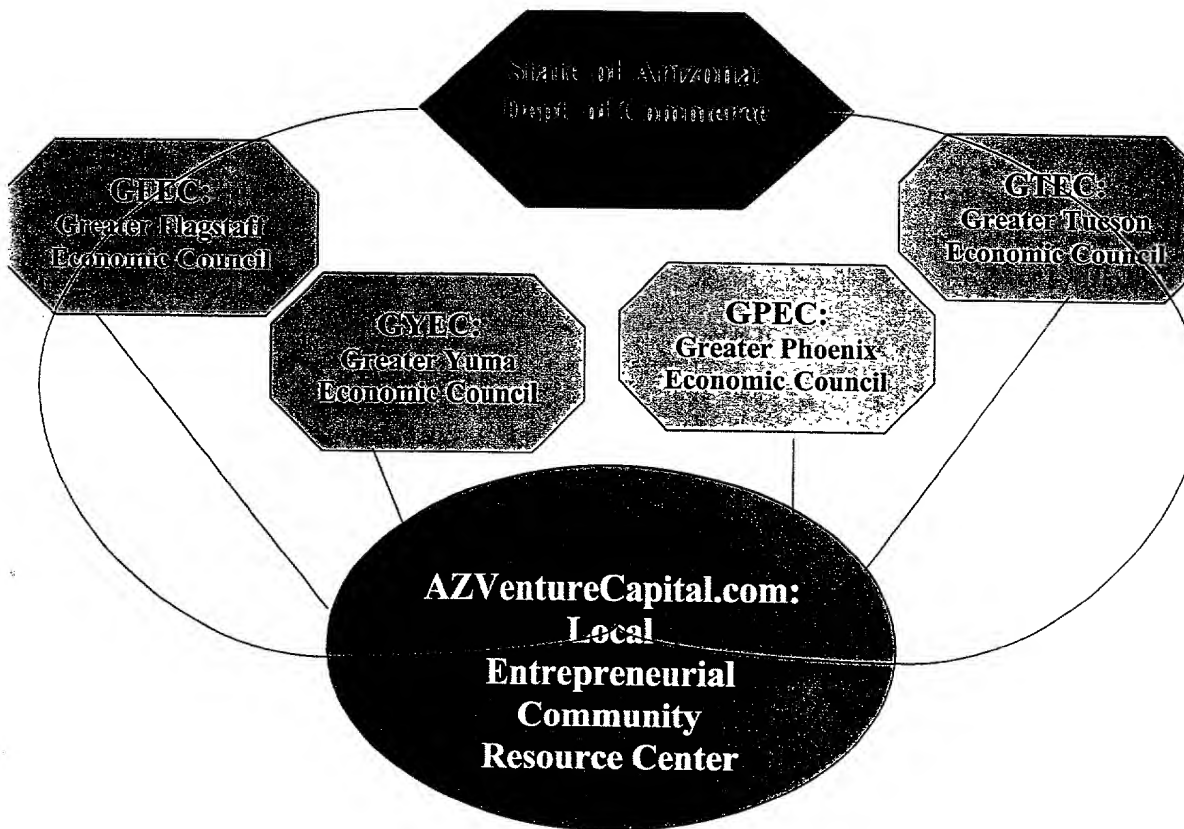


FIGURE 26.

### **Academic Resource Center:**

A text description for each category:

Description/Insight  
Core Competencies  
Entrepreneurial Education  
On-line Education  
Research  
Grants  
Faculty Consulting  
Student Internships  
Technology Transfer

### **Economic Development Resource Center:**

A text description for each category:

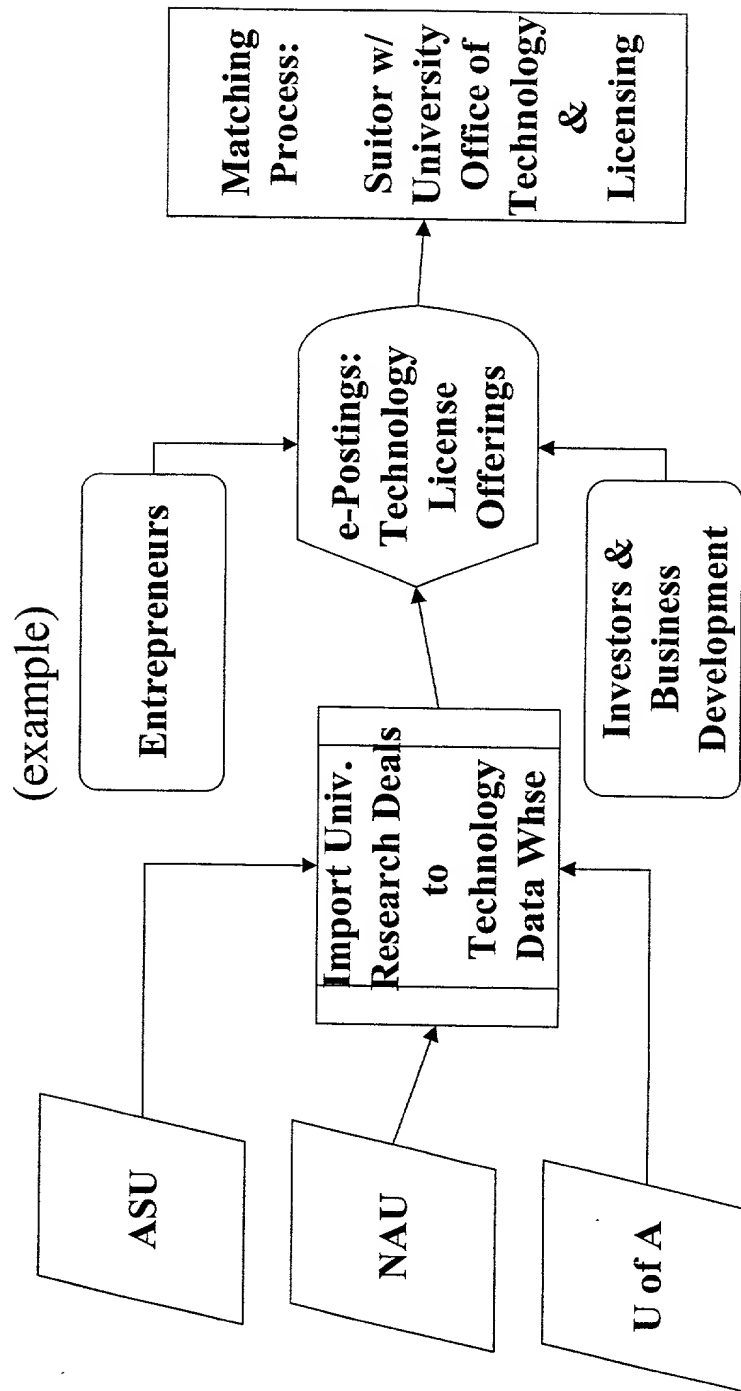
Description/Insight  
Core Competencies  
Services  
Knowledge/Education  
Research  
Grants  
Apprenticeships  
Job Training  
Seminars

### **Trade Organization Resource Center:**

A text description for each category:

Description/Value  
Core Competencies  
Services  
Knowledge/Education  
Research  
Grants  
Job Training  
Seminars

# Technology Transfer: License Opportunity Process



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Figure 27.

## Universities/Colleges


### University:


Curriculum Focus	<u>Office Technology Licensing</u>	Research Programs	Student/Faculty Work Programs
---------------------	--	----------------------	----------------------------------


### Technology Transfer Listings


<u>Industry</u>	<u>Technology Type</u>	<u>Description</u>	<u>Research Dept.</u>	<u>Access</u>
-----------------	------------------------	--------------------	-----------------------	---------------


FIGURE 29.














**Community Resources**

Information

**Business**  
Info  
Founding Sponsors  
Resource List

**Civic/State**  
Info  
AZ State -  
Dept. of Commerce  
GPEC- Flagstaff  
GPEC- Phoenix  
GPEC- Tucson  
GYEC- Yuma

**Colleges/ Universities**  
Info  
ASU  
NAU  
U of A  
Community Colleges  
Thunderbird Int'l University

**Colleges/Universities: ASU**

**Instant Stock Alerts**

• **Arizona State University:**

Curriculum

Office Technology

Technology

Student/*Faculty*

Focus

Licensing

Programs

Work Programs

<u>Industry</u>	<u>Technology Type</u>	<u>Description</u>	<u>Research Dept.</u>	<u>Access</u>
<div style="display: flex; justify-content: space-between; align-items: center;"> <div style="width: 20%;"> <p><b>Search</b></p> </div> <div style="width: 60%;"></div> <div style="width: 20%; text-align: right;"> <p><b>Back Next</b></p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="width: 20px; height: 20px; border: 1px solid black; transform: rotate(45deg);"></div> <div style="width: 20px; height: 20px; border: 1px solid black; transform: rotate(-45deg);"></div> </div> </div> </div>				

FIGURE 30.

UniverseVentureCapital.com  
Profiles (example)  
Financial Capital Profile:

**COMPANY PROFILE**

**Company Name:**  
**Contact Name:**                      **Title:**  
**Address:**  
**City:**                      **State:**                      **Zip:**  
**Phone:**                      **Fax:**  
**E-mail:**  
**Sponsor:**    ☐ Platinum    ☐ Gold    ☐ Silver    ☐ Bronze    ☐ None    ☐ Sign-up  
(drop-down box)  
**Investor Type:**    ☐ Angel    ☐ Venture Capital    ☐ Institutional    ☐ Corporate  
**Business Description:**    (provide a brief description of business; <50 words)  
(fill-in box)  
**Headquarters:**    (list location)  
(fill-in box)  
**Territory(s):**    ☐ Local    ☐ State(AZ)    ☐ Regional    ☐ U.S.    ☐ Int'l    ☐ other  
(drop-down box/fill-in box for other)  
**Industry(s):**    (list primary industry of firm/entity) ...  
(fill-in box)  
**Core Competency (s):** (list primary core competency(s) of firm/entity)  
(fill-in box)  
**Fund Size:**    (list the \$ currently under management, and available)  
(fill-in box)  
**Fund Cycle:**    (list the maturity life of fund; early, mid, end)  
(drop-down box)  
**Future Funds:**    (list the projected completion of raising the next fund and \$ size)  
(fill-in box)  
**Insight/Value:**    (provide a brief description that you offer the Community; <50 words)  
(fill-in box)  
**References:**    (provide three industry references for due diligence purposes)  
(fill-in box)

**Portfolio of Investment Criteria for Entrepreneurial Companies:**

**Company Type:**    ☐ Start-up    ☐ Emerging Growth    ☐ Middle Market  
(drop-down box)  
**Investment Stage:**    ☐ seed    ☐ series A    ☐ series B    ☐ series C    ☐ series D  
(drop-down box)    ☐ pre-IPO    ☐ IPO    ☐ mezzanine    ☐ other  
**\$ Investment Range:**    (select same as Posting drop-down)  
(drop-down box)  
**\$ Revenue Range:**    (select same as Posting drop-down)  
(drop-down box)  
**Co-Investor(s):**    ☐ Friends/family    ☐ Angels    ☐ Venture Capital    ☐ Institutional  
(drop-down box)    ☐ Corporate  
**Need(s):**    ☐ Funding    ☐ Distribution    ☐ Mfg'g    ☐ R & D    ☐ M & A  
(drop-down boxes)  
**Industry(s):**    (select same as Posting drop-down) ...  
(drop-down box)  
**Niche(s):**    (select sub-specialty market(s) within industry) created from entrep. co's  
(drop-down box)  
**Core Competency(s):** (select primary core competency(s)) created from entrep. co's  
(drop-down box)  
**Territory(s):**    ☐ Local    ☐ State(AZ)    ☐ Regional    ☐ U.S.    ☐ Int'l    ☐ other  
(drop-down box/fill-in box for other)  
**# of employees:**    ☐ (select range)  
(drop-down box)  
**Technology Transfer:**    ☐ (select Industry(s) of interest)  
(drop-down boxes)    ☐ (select Technology(s) of interest)

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UniverseVentureCapital.com

04/12/01

# Entrepreneurs to Financial Capital:

- Web-based Posting  
Venture Capital Posting Board: (postings)

By Industry   By \$ Size   All

## STRATEGY TYPE:

Funding   Distribution   Manufacturing   R & D   Merger/Acquisition

## FUNDING LEVEL:

A. \$50,000-\$1M   B. \$1M-\$10M   C. \$10M-\$50M   D. Other

## INDUSTRY TYPE:

Agriculture/Mining   Construction   Distribution   E-Commerce   Finance  
Hotels/Motels   Manufacturing   Real Estate   Retail   Technology   Telecom   Transportation  
Services   Utility   All

## DUE DILIGENCE TOOLS (on-demand): Non-Disclosure Agreement Requirement by Company: Yes No

Executive Summary   Business Plan   Slide Road Show

SWOT Analysis   24/7 Video™   Report Card

(to access; highlight company and click on desired info)

**STRATEGY:** Funding/Distribution   **FUNDING:** B. \$1M-\$10M   **INDUSTRY:** Manufacturing  
**COMPANY**   **STAGE**   **STRATEGY \$**   **SEEKING**   **DESCRIPTION**   **FEATURING**   **LOCATION**

Micritos   II. Pilot Launch   Funding   \$ 4,000,000   Tissue Diagnostics   IP   Flagstaff, AZ

StarChip   III. Full Launch   Funding/Distrib.   \$ 9,500,000   Semi-Conductor Mfg   Mfg' Plant   Gilbert, AZ

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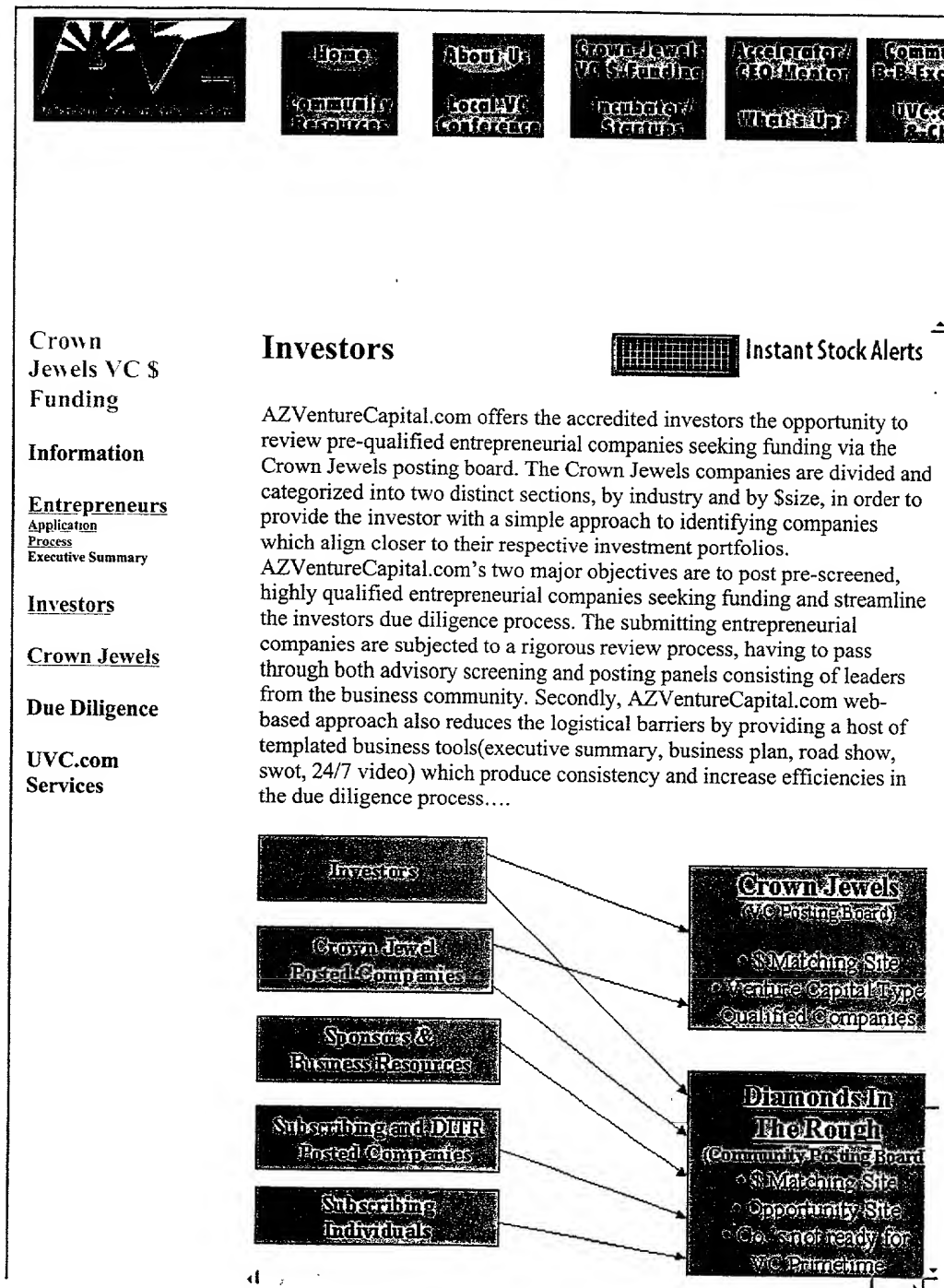




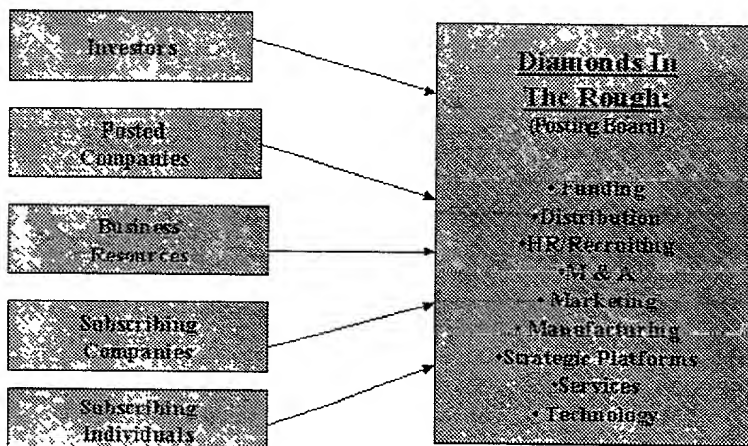
FIGURE 32A.

## Exchange



Instant Stock Alerts

AZ VentureCapital.com extends beyond its Crown Jewel \$ matching product to those companies which are not ready for venture capital primetime funding opportunities, and known as the "Diamond In The Rough" posting board. These companies that don't qualify currently for venture capital are given access to promote their offering to a wider range of business development opportunities in the entrepreneurial community. Meanwhile, the Diamond In The Rough companies can be building the proper structure via the virtual resources offered by AZ VentureCapital.com to define, sophisticate and implement strategies designed to accelerate and elevate them to the Crown Jewel level. The entrepreneurial community will have access to vast array of business resources consolidated into this business to business section, Diamonds In The Rough posting board, of AZ VentureCapital.com. Diamonds In The Rough subscribers will include accredited investors(angels,vc's, institutional co's), Crown Jewel co's, business resources, outside companies, and a variety of individuals, all of which may offer unique and creative opportunities.



Diamonds In The Rough:

Company Directory List Company Postings  
Entrepreneurial Business Community Board

### Company Postings

#### Diamonds In The Rough

Funding: \$50,000-\$1M \$1M-\$10M \$10M-\$50M

Distribution E-Commerce HR/Recruit M & A

Marketing Manufacturing

Strategic Platforms Services Technology

(category sub-headings)

☐ Exec Sum ☐ B-Plan ☐ SWOT Analysis ☐ Road Show ☐ 24/7 Video™

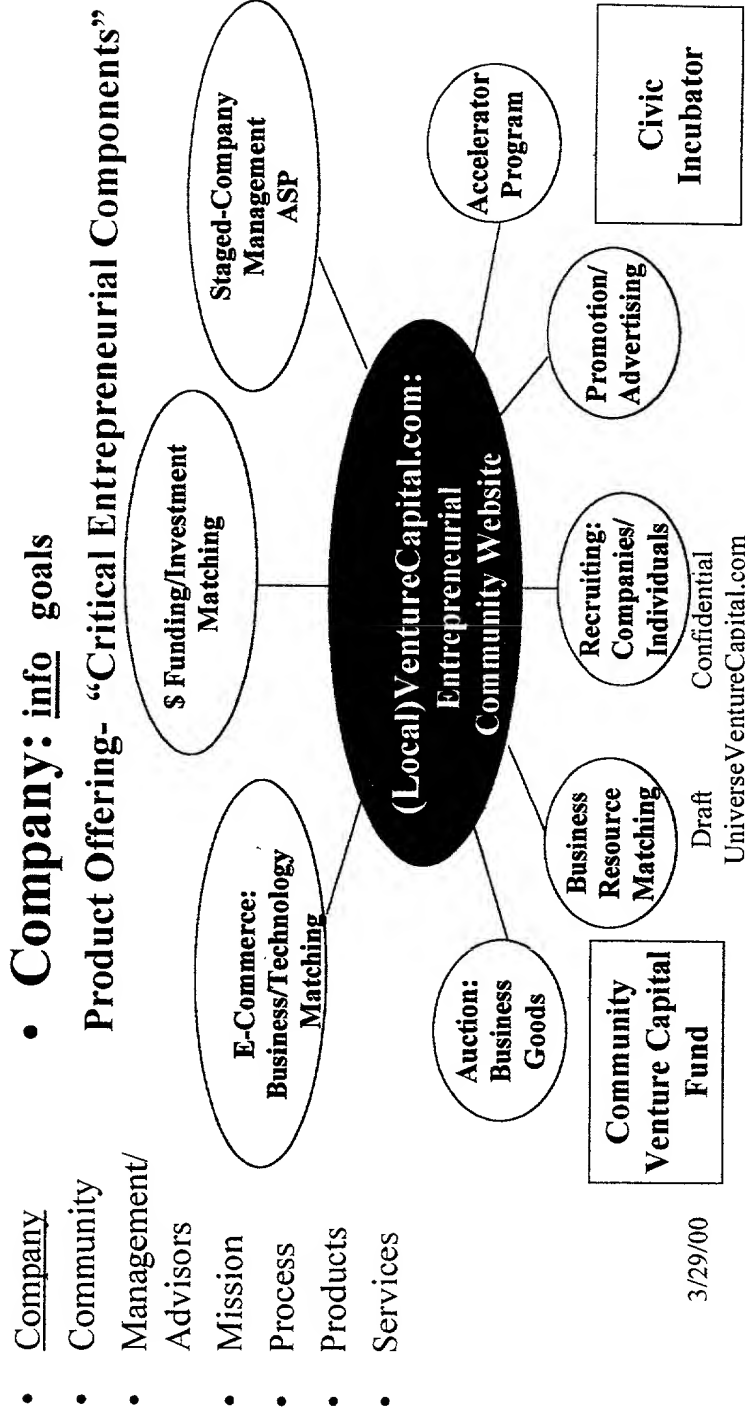
Company Stage Seeking Description D I T.R.

Location

Figure 33.

HOME ABOUT US ACCELERATOR B to B ENTREPRENEURS FORUM INVESTORS NEWS RESOURCES

## ABOUT US



3/29/00

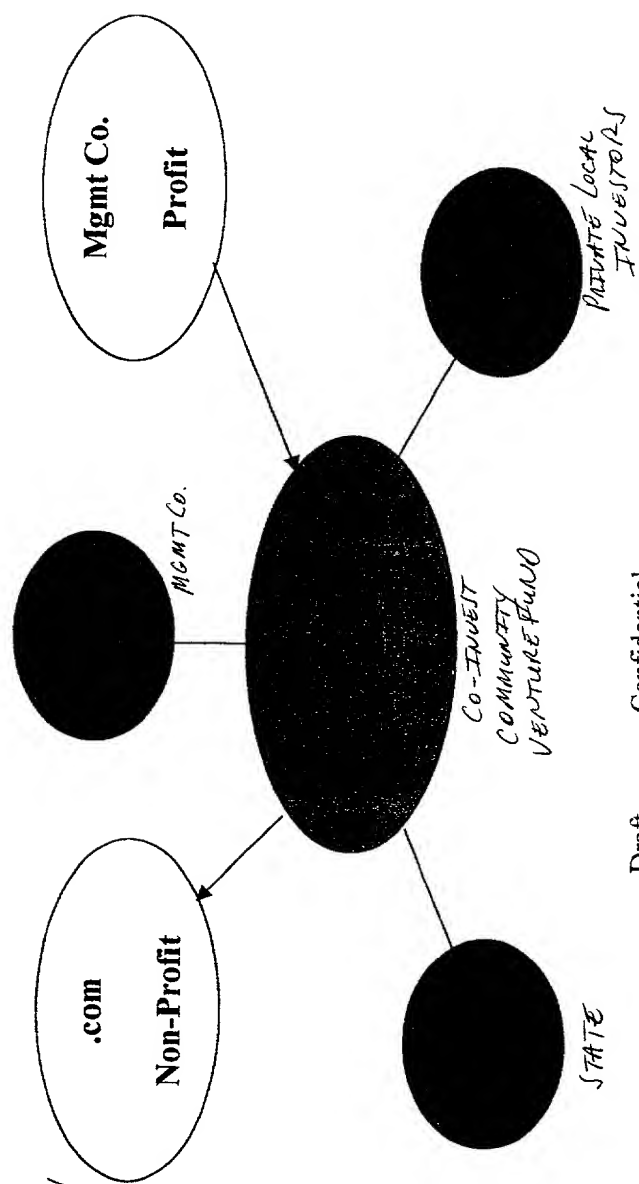
FIGURE 34.

# ABOUT US



## • Company: info goals

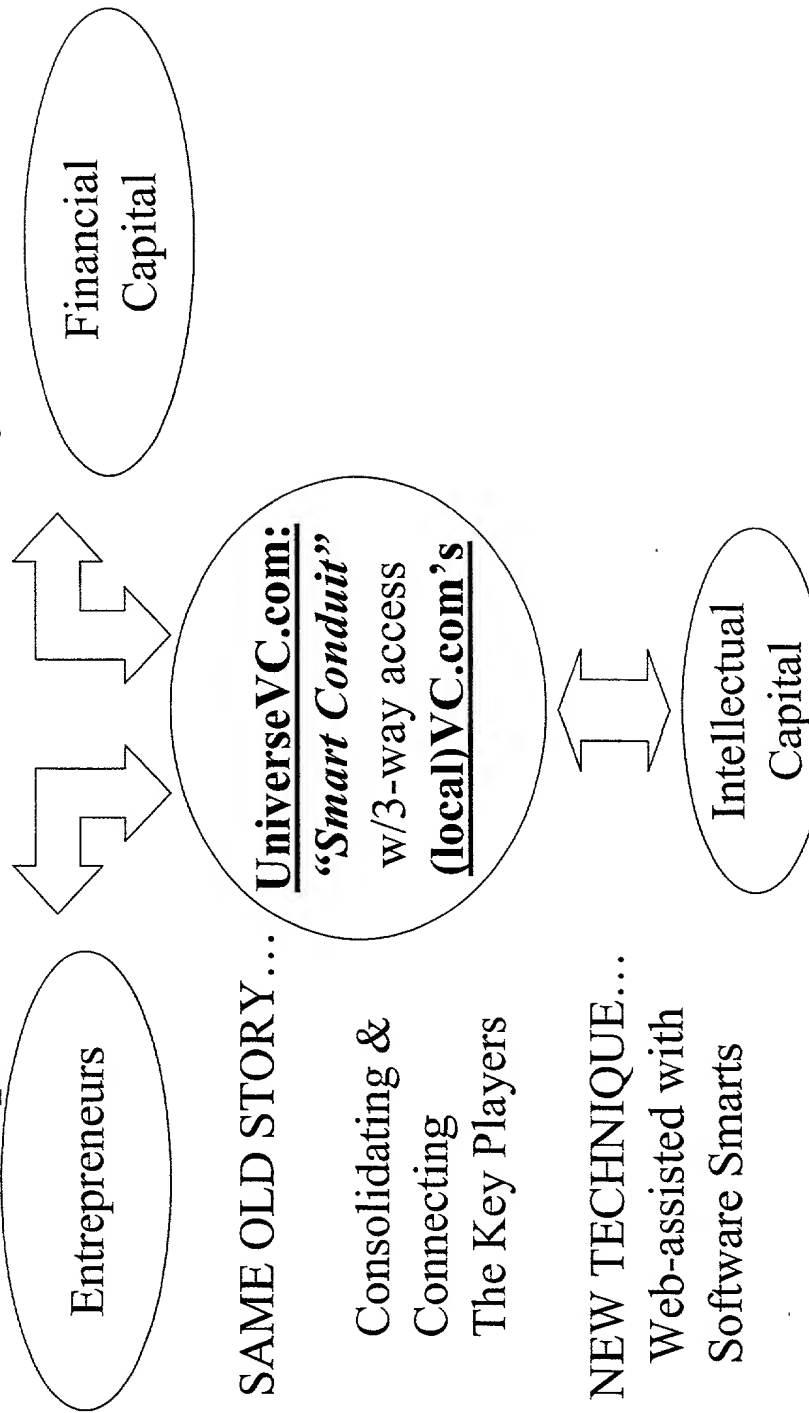
- Company
- Community
- Management/Advisors
- Mission
- Process
- Products
- Services



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# Model: Entrepreneurial/VC Community Center



4/12/01

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Figure 1.